

Message Text

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PAGE 01 STATE 145201
ORIGIN NEA-11

INFO OCT-01 ISO-00 EB-08 COME-00 /020 R

DRAFTED BY NEA/ARN:PTHEROS:DWL
APPROVED BY NEA/ARN:MDRAPER
-----114356 081407Z /45
P 081351Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY DAMASCUS PRIORITY

UNCLAS STATE 145201

E.O. 11652:N/A

TAGS: BEXP

SUBJECT: 1978 DAMASCUS FAIR

REF: DAMASCUS 3165

1. THEROS DICTATED FOLLOWING MESSAGE BY PHONE.
2. PLEASE INFORM MICHAUD THAT KALPAKJI IS VERY HARD BARGAINER AND SHOULD BE RESISTED. WE CAN NOT REPEAT MY MISTAKE IN 1977 FAIR ALLOCATING FAIR QUOTA INEQUITABLY. QUOTA WILL BE ALLOCATED ACCORDING TO FOLLOWING FORMULA. FEE OF EACH PARTICIPANT WILL BE DIVIDED BY TOTAL FEES ALL PARTICIPANTS REQUEST PER QUOTA PARTICIPANT. RESULTING PERCENTAGE WILL BE APPLIED TO UNCOMMITTED QUOTA AND RESULT WILL BE ALLOCATED. WE CANNOT GIVE KALPAKJI MORE THAN HIS SHARE. (NOTE: ALI AYOUBI IS ENTITLED TO FEES FOR A FRIGADARE BOOTH PLUS PRORATED SHARE OF GMOC FOR CHEVY. HADAY HAS BEEN PROMISED SMALL QUOTA BONUS IF HE DECORATES HIS BOOTH HIMSELF ACCORDING TO PRIOR AGREEMENT).

3. PLEASE TELL MELROSE MATERIAL COMES IN 20 YARD BOLTS 54
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INCHES WIDE. CHEAPEST PRICE AVAILABLE IS DOLS 9 A YARD.
HOW MUCH DOES HE WANT? NEED ANSWERING ASAP.

4. THEROS ARRIVING SK793 JUNE 17. PLEASE MEET. VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 08 jun 1978
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Decaption Note:
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Disposition Approved on Date:
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Disposition Event:
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